

SPECIALTY PHARMACEUTICAL COMPANY WINS BIG WITH MANUFACTURING EFFECTIVENESS

ABOUT SANCILIO & CO. Sancilio & Company, Inc., founded in 2005, has the goal to become a leading integrated specialty pharmaceutical company and are well on their way after winning the Manufacturer of the Year award in 2015 from the South Florida Manufacturers Association's (SFMA) annual event. This 165-person company is primarily focused on the development of novel therapies for application in the emerging field of lipidomics. Lipidomics is the science related to the structure, function, interaction and movements of cellular lipids and their relationship to diseases. The company is located in Riviera Beach, Florida with around 165 employees.

THE CHALLENGE. Competing against 20 other exceptionally qualified manufacturers in the SFMA Manufacturer of the Year Award, Sancilio & Company received an enterprise assessment conducted by the team at FloridaMakes, part of the MEP National Network™. Though Sancilio & Company won the award for 2015, improvements were identified by the FloridaMakes team in throughput cost savings, business systems, workforce engagement and application of additional LEAN concepts.

MEP CENTER'S ROLE. Sancilio & Company capitalized on the findings of the enterprise assessment and was able to significantly improve throughput, and implemented business systems applying lean principles and Good Manufacturing Practices (GMP). Throughput improved by 10 days eventually reducing customer late backlog to zero, they hired and/or retained 12 heads to realize the improved throughput, and began the implementation of new or improved business processes and systems, all of which total a value of \$155,000.

"The benefits of association with the South Florida Manufacturers Association, and the partnership with FloridaMakes are invaluable to our company. We are experiencing prodigious growth within our business, and both of these resources are strategic in that growth. We anticipate a long and valuable relationship with the SFMA and FloridaMakes.

-Jeff Johnson, Senior Vice President for Manufacturing

RESULTS



Winner of the regional SFMA Manufacturer of the Year Award



\$105,000 from throughput reduction by 10 days



\$50,000 in IT/ERP solutions



12 jobs created/retained

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